

Hyde ABC Board Meeting Minutes

2.15.18

6:30PM

OPEN: 6:30 pm

Ethics Reminder: No know violations.

Attendance: Meredith, Johnnie, Gary, Vicki. Board Member Glenda is absent.

Prior Board Minutes Adopted: January 2018 yes.

Old Business: New Shelving and Lights. Vicki has been in contact with Larry Beavers from Display Options about pricing out the new shelving. Larry came and advised us about the SQ Store having a front row of shelves to display 1-2 bottles of all our products that can be seen from the window. We will need to fix the lighting, but that is already scheduled by the county who had Anthony Russ come in and see what would be needed to repair nonworking lights. Vicki will talk with Anthony again. Larry then met Vicki in Ocracoke. He measured everything and will also build a cabinet for our mini's and paperwork. His estimated quote without details was \$9000 - \$10,000 for OC. He will get me quotes next week. Time line for this is during March if possible.

New Business:

1. Update Current budget. The budget looks good except a couple of changes needed. The board voted to increase other utilities by \$600 (fuel for heat was up). Payroll processing fees also increased, the original amount was in error.
2. When does Johnnie 3 year term expire? Vicki will look into it and have an answer at the next board meeting.

Gary's financial Statement:

Balance Sheet:

- Our **Checking/Savings** balance is \$107,731, up by \$22,976
- Our **Inventory** is \$63,107, up by \$2,756
- At the same time, our **Accounts Payable** are down \$2,225.40 and **Total Liabilities** are down \$8,143.

- Overall, we continue to maintain a strong Balance Sheet.

MTD Profit/Loss:

- January was a very good month compared to a year ago!
- **Sales** were up \$3,758 and Gross profit was up \$1,010
- **General Expense** are down \$2,265 with the largest drops in Wages dropping \$976, Travel dropping \$446 and Merchant Fees dropping \$148.
- The other major change in expenses is that last year we settled an outstanding sales tax issue which cost us \$364 in penalties, \$1,283 in interest and \$3,545 in taxes.
- Overall, our Loss dropped to just \$434, compared to \$7,468 last year, an improvement of \$7,034. For the dead of winter and a major snow storm, January has been a great month.

YTD Profit/Loss:

- **Sales** are down \$17,805 and Gross Profit is down \$4,532.
- **General Expenses** are down \$3,670 with no single item contributing to the drop by more than \$600, except for the drop in Interest Expense noted in the MTD comments.
- Our **YTD Profit** is \$24,013, up \$10,322 over last year.
- Overall, we're doing better than expected at this time in the year.

YTD Profit/Loss versus Budget:

We're 58.33% of the way through the year, but are running at 100.10% of our profit. With just a few exceptions, our budget for expenses appears to be pretty accurate at this point in the year.

The following is one change suggested which differs only slightly from those previously sent to you.

- Utilities needs to be increased by \$500 which is more than the \$300 indicated previously, because the propane supplier made another unscheduled delivery.
- Otherwise, Vicki and I believe the Budget is about where we would expect it to be at this point in the year.

By Store Results:

While I don't generally comment on individual store results, it bears noting that both stores' YTD results show considerable improvement over last year. Ocracoke's profit is \$31,942, up from \$24,689 and Swan Quarter's deficit has dropped from \$11,202 to just \$7,928 this year.

G. Manager Comments: Sales across the State were up 8.05% we were up 10.3 %. It was a great January for us. The Swan Quarter Store sales were up over Jan. 2017. This also included 2 days that the store was closed due to the 2 snow storms. Surrounding counties were also up but not as much as we were. I'm also very excited about the new shelving and lights.

Meredith comments that we will take a look at increasing employee pay for the future.

Our next meeting is scheduled for March 12th.

Adjourn 7:00 pm